

Message Text

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COM/IEPR/OTP/TNAD/JUWABARA

COM/SCI/JWILLIAMS

STATE/EA/J/DBROWN (PHONE)

COM/IEPR/OTP/CSIEGEL

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R 011813Z OCT 74

FM SECSTATE WASHDC

TO AMEMBASSY TOKYO

UNCLAS STATE 216022

E.O. 11652: NA

TAGS: EGEN/JA

SUBJECT: NEW JAPANESE MARINE SAFETY STANDARDS -- COMPLAINT
OF TROJAN YACHT COMPANY

1. TROJAN YACHT COMPANY OF LANCASTER, PENNSYLVANIA, HAS CONTACTED COMMERCE REGARDING JAPAN'S NEW MARINE SAFETY STANDARDS RESULTING FROM REVISED SHIP SAFETY LAW (EFFECTIVE 9/14/73) AND REVISED SEAMEN'S LAW (EFFECTIVE 5/26/74). TROJAN FEELS THESE STANDARDS WILL HAVE STRONGLY ADVERSE EFFECT ON ITS EXPORTS OF 25-50 FOOT PLEASURE BOATS. TROJAN'S COMPLAINT BASED LARGELY ON INFORMATION SUPPLIED BY TROJAN'S TOKYO DISTRIBUTOR, ANZEN MOTOR CAR COMPANY. MAIN POINTS OF TROJAN COMPLAINT AS FOLLOWS:

A. TECHNICAL STANDARDS OF REVISED SHIP SAFETY LAW (SMALL BOAT SECURITY RULES) RELEASED BY MINISTRY OF TRANSPORTATION ON OR ABOUT AUGUST 30, 1974. THESE STANDARDS CONSIDERED TO BE EXCEEDINGLY STRINGENT AND MAY EFFECTIVELY BAR TROJAN BOATS FROM JAPANESE MARKET UNLESS BOATS UNDERGO
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MODIFICATION. SEVERITY OF STANDARD VARIES DEPENDING ON INTENDED CRUISING AREA OF BOAT. SINCE TROJAN WANTS BOATS

CERTIFIED FOR GREATEST CRUISING AREA, I.E., UP TO 20 MILES OFFSHORE, STRICTEST REQUIREMENTS APPLY.

B. TROJAN BOATS ARE SOLD THROUGHOUT UNITED STATES AND EUROPE IN COMPLIANCE WITH ALL SAFETY REGULATIONS AND WITHOUT MODIFICATIONS TO PRESENT DESIGNS AND EQUIPMENT.

C. WHILE SUBMISSION OF LLOYD'S OF LONDON CERTIFICATION WILL HELP IN MEETING JAPANESE SHIP SAFETY REQUIREMENTS, LLOYD'S CERTIFICATION BOTH DIFFICULT TO OBTAIN AND EXPENSIVE (ABOUT DOLS 800 PER BOAT). JAPAN IS ONLY COUNTRY TO WHICH TROJAN IS EXPORTING WHICH REQUIRES LLOYD'S CERTIFICATE.

D. PROCEDURE FOR INSPECTION OF DOMESTICALLY PRODUCED BOATS CALLS FOR STRICT INSPECTION OR PROTOTYPE AND THEREAFTER, IF PROTOTYPE PASSES, ONLY NOMINAL INSPECTION OF SIMILAR BOATS. IN CONTRAST, EVERY IMPORTED BOAT TO BE SUBJECTED TO STRICT INSPECTION.

E. REVISED SEAMEN'S LAW REQUIRES THAT OPERATORS OF SMALL POWER BOATS (INCLUDING TYPE PRODUCED BY TROJAN) MUST BE LICENSED. DEGREE OF DIFFICULTY OF LICENSE TEST DEPENDENT ON SIZE AND CRUISING AREA OF BOAT WHICH WILL BE OPERATED. TROJAN SEES THIS REQUIREMENT AS AN ADDITIONAL THREAT TO ITS JAPANESE SALES.

F. THOUGH NOT CONSISTENT WITH OUR UNDERSTANDING, TROJAN COMPLAINS OF NEW, HIGHER IMPORT DUTY AND COMMODITY TAX ON MOTOR BOATS, SAIL YACHTS AND MARINE ENGINES EFFECTIVE JUNE 20, 1974.

2. EMBASSY REQUESTED TO SEND JAPANESE TEXT AND TRANSLATION OF TECHNICAL STANDARDS MOTOR BOATS AND MARINE ENGINES (SEE STATE 147619). IF FULL TRANSLATION IS NOT FEASIBLE, SUMMARY REQUESTED. PLEASE CONFIRM EXISTENCE AND RATES OF NEW IMPORT DUTY AND TAX FOR MOTOR BOATS, ETC. TROJAN HAS NO OBJECTION TO EMBASSY'S CHECKING WITH ANZEN MOTOR COMPANY (S. IMANISHI).

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3. LETTERS AND DOCUMENTS RECEIVED FROM TROJAN POUCHED. INGERSOLL

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